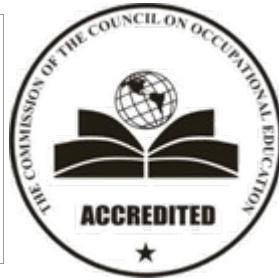
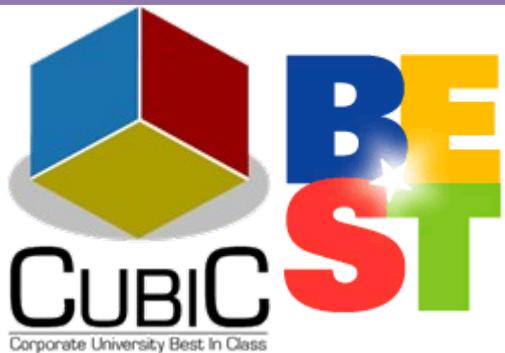




Placing the "M" in Contracting

Air Force Contracting Conference

Lyle Eesley
October 7, 2004
Director, for Contracting





"We always have to remember that the basic purpose of the acquisition system is to provide for the needs of warfighters; get them what they need, when they need it, at an affordable cost."

***Ms. Deidre Lee
Director, Defense
Procurement
And Acquisition Policy***





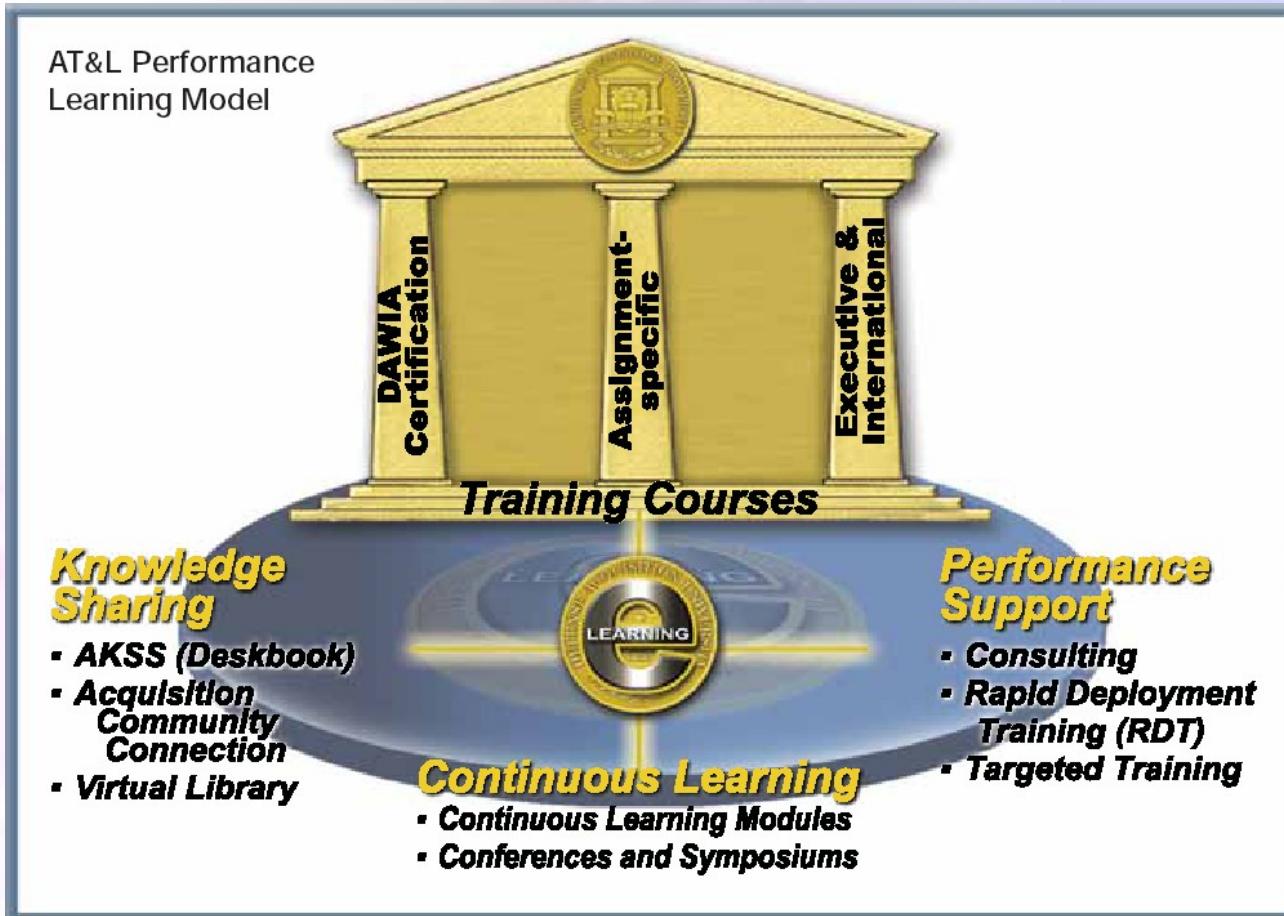
Overview

- **What's new in Contract Training**
 - Focus on the Mission
 - Focus on the Process
 - Certification Course Modernization
 - New and Planned Assignment specific Course work
 - Continuous Learning Center additions
- **Creating useful 24/7 learning environment**
 - Continuous Learning Center
 - Communities of practice

We live a Complicated Environment



Performance Learning Model



Our goal is to integrate and leverage learning assets to create career long learning and support for our AT&L customer.



Course Modernization Philosophy

(Certification courses)

- Alignment of Contracting actions with delivering Mission outcomes
- Command a Common Process across any mission area
 - Develop Solid foundation of technical understanding
- Develop Business Advisors who can
 - Think Critically
 - Think Strategically and Tactically
 - Team Effectively
 - Link Business Strategies with optimum Mission Results
- Contracting professionals who can ACT²
 - Align, Command, Think and Team
 - ACT² is the core of ACTION



Student Motivation





Shift from a course focus to a process focus characterized by increasing levels of complexity



Shift from customer satisfaction to **Customer Mission Success**

New Level One Structure



CON 100
Shaping Smart
Business Arrangements
One Week Classroom

CON 110
Mission Support Planning
On Line

CON 112
Mission
Performance
Assessment
On Line

CON 120
Mission Focused
Contracting
2 Week Classroom

CON 111
Mission Strategy
Execution
On Line





On-line
Software driven



Technology
Enabled

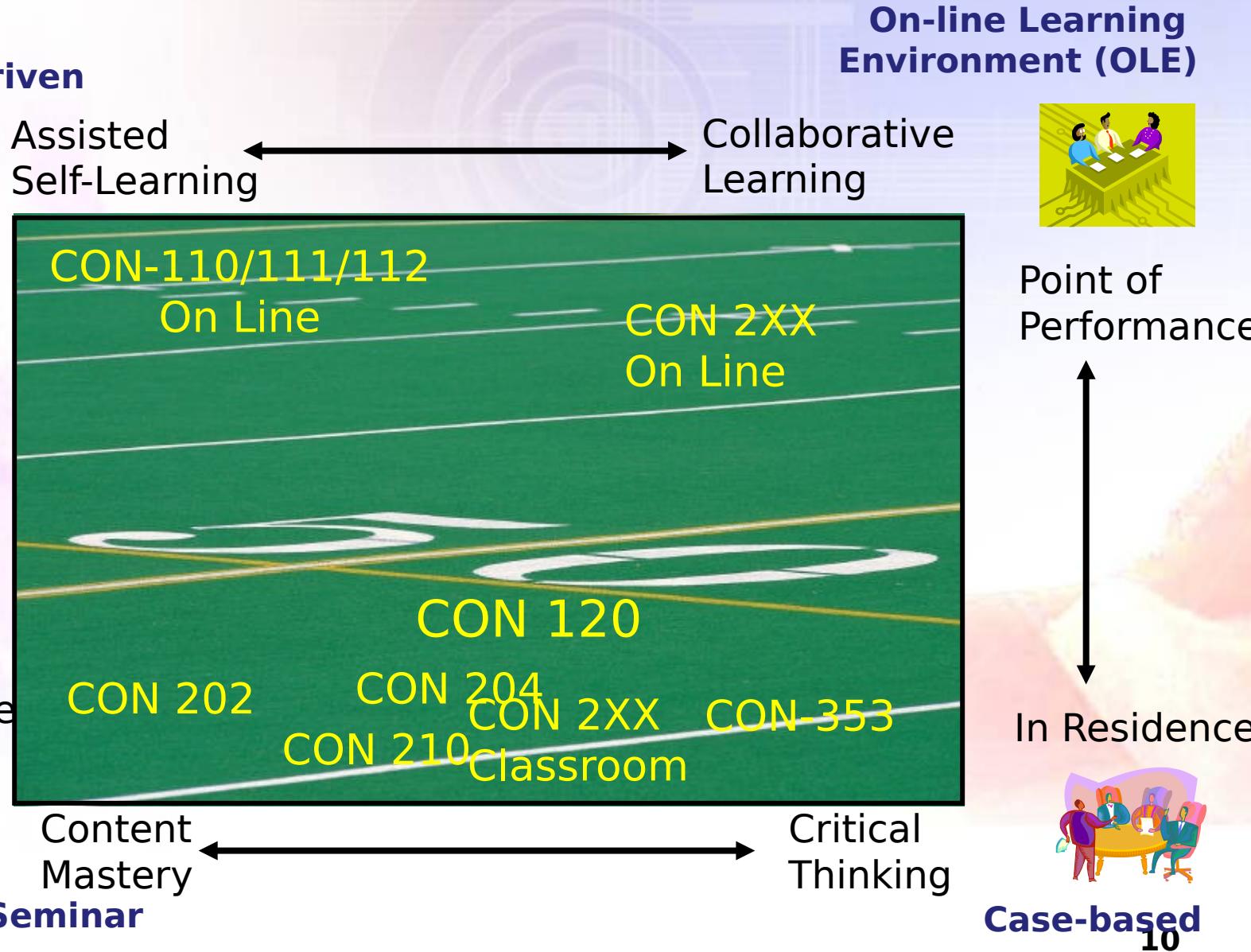


Face-to-Face



Classroom/Seminar

"The Learning Playing Field"

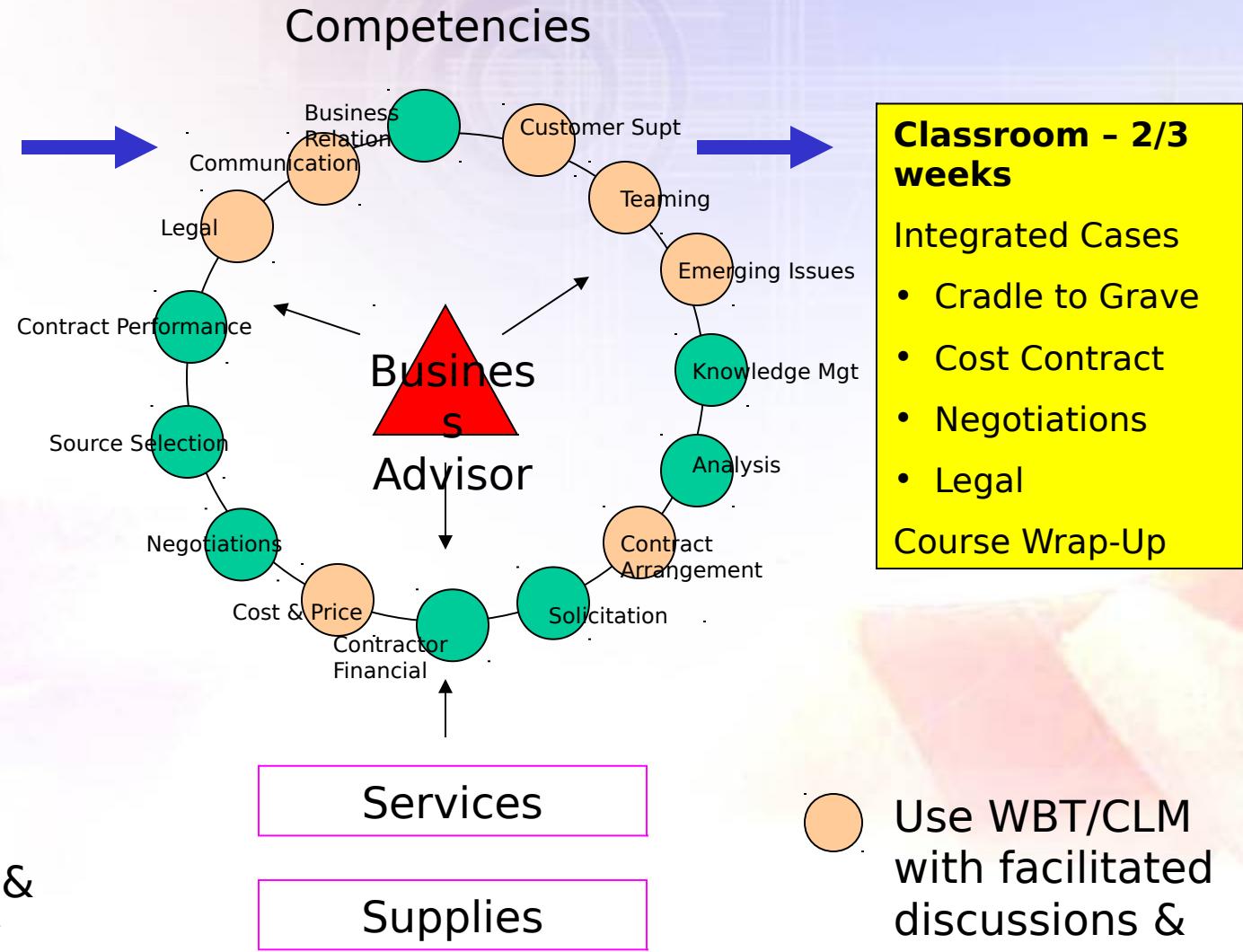




CON 2XX Proposed Model

Classroom - 1 week
Intro
Customer Support
Leadership
Business Relationships
Knowledge Mgt
Contractor Bus & Financial Strategies
Intro to Cost & Price
Course Wrap-Up

Discussion &
Case Study





Broadening Course Offerings

- **CON 260 Small Business Program Nov 04**
 - Audience Focus: Small and Disadvantaged Business Utilization Specialists (SADBU)
 - On Line and Three Day Classroom
- **ACQ 260 Mission Focused Services**
 - Audience Focus: Cross functional audience, anyone involved with requirements development, contracting, performance assessment, or end use customers
 - One week in classroom
- **CON 265 (Proposed) Contracting for Services**
 - Audience Focus: Contract specialists who work with or want to learn more about the specifics of Service Acquisition
 - Strategic Analysis and Business Strategies
- **CON 236 Value Engineering conversion to DL**
- **WHAT DO YOU NEED.....?**



Broadening Course Offerings

(cont)

On Line Course Development Planned

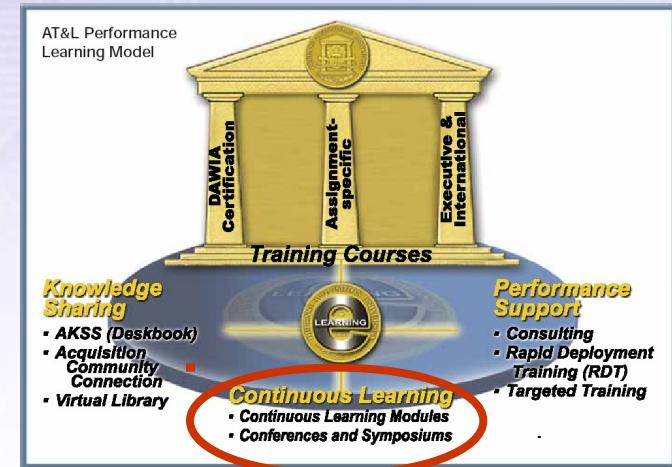
- **Contracting Officer Representative (COR) course**
- **Leasing**
- **Basics of Cost Contracts**
- **Create the “Fodors” guide to the World of Contracting**
 - **Systems Acquisition**
 - **Operational Contracting**
 - **Logistics and Sustainment**
 - **Research and Development**
- **Contingency Contracting - Simulations**



Continuous Learning

Continuous Learning Modules

- Currently 70 Modules; 1-3 Hour Duration
- New Topics Include:
 - IFB
 - Source Selection
 - Contract Closeout
 - Contract Termination
 - Reduction in Total Ownership Costs (RTOC)
- In Development
 - Pricing Support Tool
 - Basics of Contract Law
 - Get it Right
 - Contracting for the rest of us
 - Link FAC and DACs with training



Conferences & Symposiums

- National Contract Management Association
- Service Conferences
- DOD E-Business and SPS

<http://clc.dau.mil>

WHAT DO YOU NEED.....?

AT&L Knowledge Sharing System (AKSS)

Version 3.0 Updated June 2004

AKSS Today!

What's new in DoD acquisition.

AT&L Knowledge Sharing Update

USD(AT&L) MEMO Instructions for Modular Open Systems Approach Implementation:

On July 7, 2004, the Director of Defense Systems signed a memo that describes how the requirements stipulated within the memo should be addressed for systems and systems-of-systems in the formal acquisition process. Based on the instructions contained in the memo, all DoD acquisition programs should address Modular Open Systems Approach (MOSA) early in their program and acquisition planning, and should discuss MOSA implementation in the context of their overall Acquisition Strategy and to the extent feasible in the Technology Development Strategy. MOSA implementation issues should be identified and addressed via the IPT process and presented as issues to the MDA only when unresolved at a lower level. For additional information and a program assessment tool, see the new [Open Systems](#) area under Systems Engineering.

A Modular Open Systems Approach (MOSA) is a means to assess and implement, when feasible, widely supported commercial interface standards in developing systems using modular design concepts. It is an integral part of the toolset that will help DoD achieve its goal of providing the joint combat capabilities required in the 21st century, including supporting and evolving these capabilities over their total life-cycle. The USD(AT&L) memorandum dated April 5, 2004 states: "commencing 1 Oct 04 all programs subject to milestone review shall brief their program's MOSA implementation status to the Milestone Decision Authority (MDA) for compliance." The purpose of this memorandum is to describe how this requirement will be addressed for systems and systems-of-systems in the formal acquisition process.

(entire article)

Acting USD (AT&L) Memo Amplifying DoDD 5000.1 Guidance Regarding Modular Open Systems Approach Implementation:

On 5 April, 2004, the Acting Under Secretary of Defense for Acquisition, Technology and Logistics signed the attached memo that amplified and expanded the policy for implementation of Modular Open Systems Approach (MOSA) as set forth in DoDD 5000.1, dated May 12, 2003. Based on this direction "commencing October 1, 2004, all programs subject to milestone review shall brief their program's MOSA implementation status to the

New JCIDS/DoD 5000/PPBE Policy is Available

click here

We want your feedback—again!

Reader's Choice

- [CJCS Instructions 3170.01D](#)
- [CJCS Manual 3170.01](#)
- [DoD 5000.1](#)
- [DoDI 5000.2](#)
- [EMS Manual](#)
- [DCMA Instruction/Guidebook](#)
- [DCAA Manual](#)
- [FAR](#)
- [DFARS](#)
- [Other FAR Supps](#)
- [DoD 7000.14-R](#)
- [EI Toolkit](#)

Suggested Reading

- [Military CIOs balance communication, security](#)
- [New computer system brings work to a crawl at GSA regions](#)
- [Army moves up fielding of Future Combat System](#)
- [Standards body eyes Joint Tactical Radio System \(JTRS\)](#)
- [New Mishap Reporting and Analysis Tool Reaches First Milestone](#)
- [Acquisition Logistics in a Program Management World](#)

[Suggested Reading Previous Postings](#)

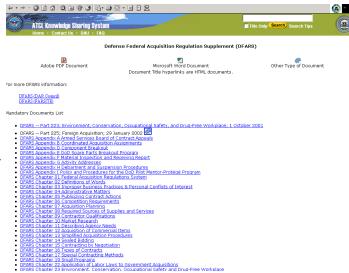
AKSS-CD
Version
September 2003
is now available

Next Major Upgrade – Transition of Reference Libraries to Learning Asset Digital Repository (LEADR)

DoD AT&L Knowledge Sharing System AKSS

Expands upon and replaces DoD Desk Book

FAR/DFARS



New AT&L Policy



GSA & Hill FARSITE

AKSS Today! What's new in DoD acquisition

Hot Topics

Suggested Reading

- Army Business Initiatives Save Time and Money
- ARMY AND LEAD SYSTEMS INTEGRATOR (LSI) TEAM SIGN MAJOR AGREEMENT FOR FUTURE COMBAT SYSTEMS (FCS) WAY AHEAD
- Army Sets Up Liaison Office To Assist in Homeland Defense
- Budget Delays Slow Equipment Deliveries to Iraq
- Ultral Combat Ship Sensors Pose Integration Challenges
- New OMB Report Shows Government-Wide Progress in Competitive Sourcing Initiative

New Policy Documents

- AFFARS -- Part 5225, Foreign Acquisition, AFAC 96-2, 4 June 1999

**Gateway to
Policy, Processes, Tools
and Experts**

Guidance and Contacts

Participate in a Community

- Contract Management
- Facilities Engineering
- Logistics Management
- Program Management
- Risk Management
- Systems Engineering

Special Interest Areas

- ACQ Research
- Information Technology
- SpecCom
- Total Ownership Cost

What's New

In the Spotlight

Features

- Fundamentals of DA modules - Basics
- Fundamentals of DA modules - Reports
- DAU Community of Practice Implementation Guide (d1 SEP 03)

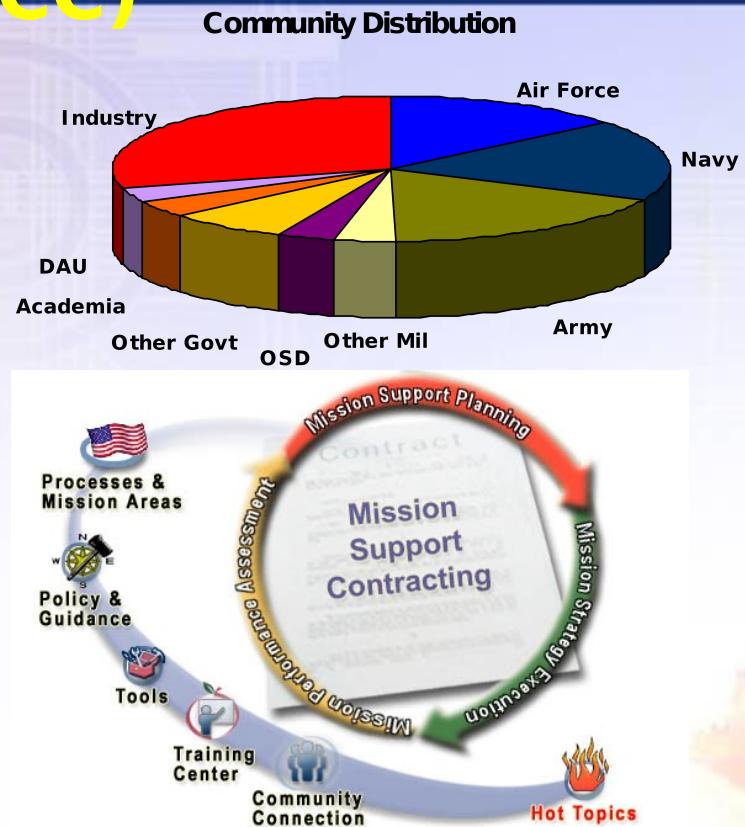
Career Field and Business Process



Acquisition Community Connection (ACC)

- Continued Growth**
 - Over 8,200 registered members
Growing at rate of 100-125/week
 - 20 active communities
 - Over 450,000 page views/month

CON CoP



- Capabilities**
 - Access important acquisition resources
 - Connect with professionals in your field
 - Share information and knowledge
 - Collaborate in discussion areas
 - Create private workspaces

Mission Support Contracting



THE ACQUISITION COMMUNITY CONNECTION (ACC)

The Acquisition Community Connection offers authoritative acquisition, technology and logistics information, and access to experts and peers working on critical AT&L processes.

- Access Workspaces »
- ACC User Training Guide »
- What's New in ACC »
- AKSS »
- Continuous Learning Center »

Participate in a Community

- ▶ Contract Management
- ▶ Data Management
- ▶ DoD Wireless
- ▶ Facilities Engineering
- ▶ Information Technology
- ▶ Logistics Management
- ▶ Program Management
- ▶ Risk Management
- ▶ Systems Engineering

Special Interest Areas

- Acquisition Research
- Contingency Contracting
- Environment, Safety & Occupational Health
- Performance-Based Service Acquisition
- Science & Technology
- Test & Evaluation
- Business, Cost Estimating & Financial Management
- DOT&E Test & Evaluation/Science & Technology (Login Required)
- Earned Value Management
- Production Quality & Manufacturing
- Spectrum Compliance
- Total Ownership Cost

Login guest (Read)

LOGIN
Username
Password
Join

Watch Us Grow
8342 Members
36766 Contributions

Join ACC and...

- Access important Acquisition resources
- Connect with professionals in your field
- Share information and knowledge
- Collaborate in discussion areas
- Create private workspaces

[Join Now »](#)

- **Anyone can view without joining**
- **Anyone affiliated with DoD AT&L can join by completing an application (.mil & .gov automatic)**
- **No cost to join or view**
- **Only members can post/contribute and have a personal web space**
- **All contributions reviewed by editors before posting**
- **Workspaces created upon request to Chief Editor**



Performance-Based Services Acquisition Acquisition Community Connection (ACC)

<http://acc.dau.mil>

The screenshot shows the ACC website interface. The top navigation bar includes links for ACC Home, Contact Us, Site Map, and Privacy Policy, along with a search bar and user profile information for 'ibhickok'. The main content area displays the 'Special Interest Areas' section for PBSA, featuring a star icon, a folder icon labeled 'PBSA', and a brief description of the importance of PBSA in supporting warfighters. Below this, there are sections for 'presentations' and 'processes & methods' with various links. On the left sidebar, there are sections for 'Topic Explorer', 'Participate', 'Editors of this Topic', and 'Bookmarks', each with its own set of links and icons.

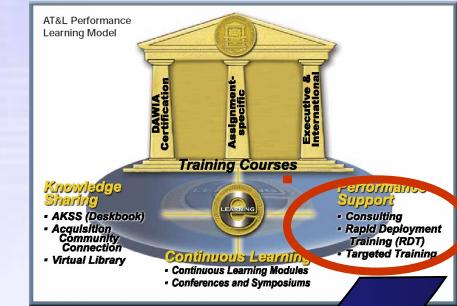
Shared Interest Areas
Contingency Contracting
In Development
A-76
Government Property

<http://acc.dau.mil>



Performance Support

- **PBSA Workshops**
 - Organic capability at four locations
 - Four BPAs available for additional support
- **A-76 Training**
 - Preliminary Planning Course completed
 - On-Line A-76 Overview in final development
- **OFPP Center of Excellence for Services**

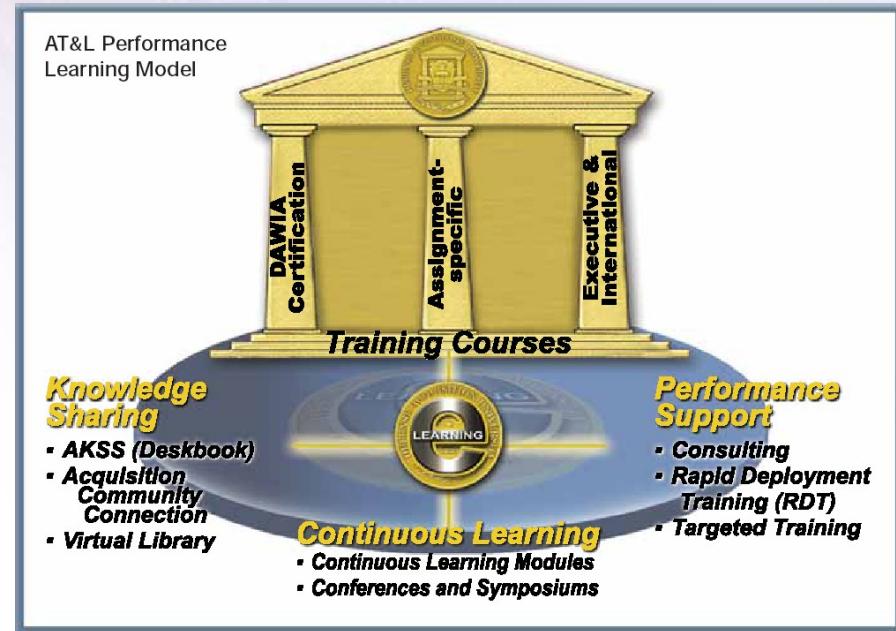


Targeted Rapid Deployment Training



Summary

- DAU Contracting curriculum reengineering in third year of execution
- DAU's Performance Learning Model built on principle of continuous presence with the AT&L workforce
- Welcome your ideas and suggestions on how to develop the business advisor for today and the future



DAU: Serving the DoD AT&L Workforce



- Back Up Slides



Competency-Based DAWIA Certification Program

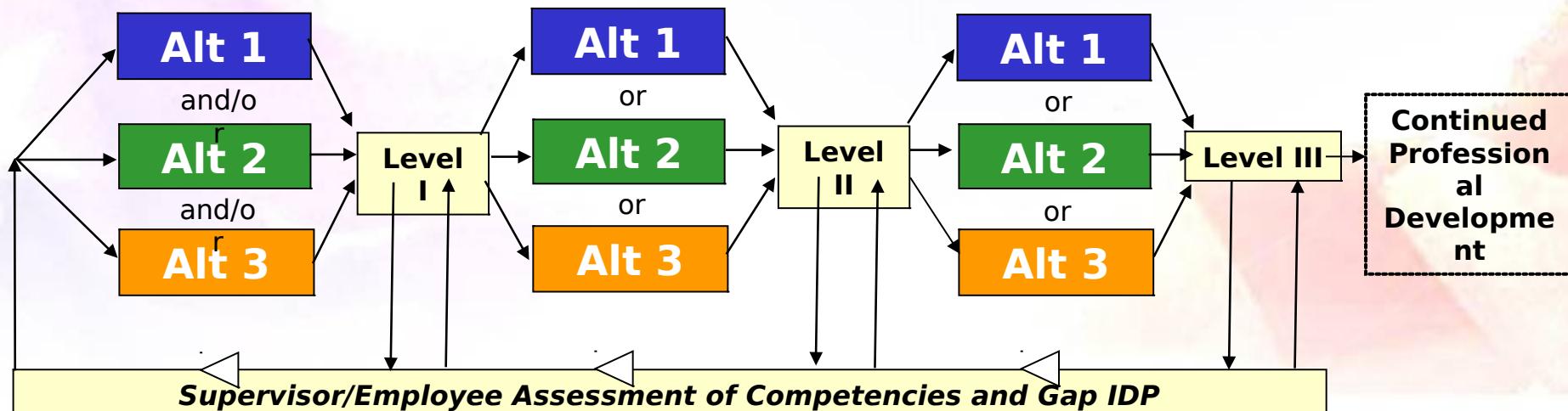
1. Any Alt can be used to achieve certification.
2. Combinations of Alts can be used to achieve certification levels.
3. Education and experience requirements remain the same, regardless

Alt 1: DAU Functional Training

Alt 2: Workplace / Personal Experience / Fulfillment

Alt 3: Professional Association Certification / Other

Functional & Core Competency Development / Certification Levels
I, II, III





Resources

- Acquisition Community Connection <http://acc.dau.mil>
- DAU Community of Practice Implementation Guide –
The Why, What, and How...
<http://acc.dau.mil/copguide>
- ACC User Training Guide
<http://acc.dau.mil/usertraining>
- AT&L Knowledge Sharing System (AKSS)
<http://akss.dau.mil>